



# Foreclosure & REO Properties: Find, List & Sell!

**Monday, September 29, 2008**

*Check In: 8:30 AM*

**Class: 9:00 AM to 1:00 PM (Exam Following for CE Credits)**

**at NSDCAR, 906 Sycamore Avenue, Vista**

Approved for 4 hours DRE  
CS Credit, Sponsor# 2228\*\*



**Course topics include:**

- **Explanation of the California nonjudicial foreclosure process**
- **How the trustee's sale works**
- **Finding and using notices of default and sale**
- **Saving listings that are in or going into foreclosure**
- **Section 1695 of the Civil Code – a must for all agents!**
- **List & sell properties in foreclosure & REOs (Lender-Owned Properties)**
- **Obtaining REO inventory lists & working with buyers**
- **Helping owners in foreclosure save their homes**
- **Plus secrets of the trade!!!**

**The Speaker:** Larry Blachman, Broker, with over 30 years experience in investments and sales with an extensive background in purchasing and marketing foreclosure and REO properties; educator and author of three foreclosure books and many news and magazine articles; interviewed by CNN News about the foreclosure market in Southern California.

\*\* This course is approved for continuing education credit by the California Department of Real Estate. However, this approval does not constitute an endorsement of the views or opinions which are expressed by the course sponsor, instructor, authors or lecturers. You must attend 90% of the class, achieve a passing score of 70% or higher on the final examination & have proof of identification to qualify for DRE credits.

**Fee: \$76 NSDCAR members; \$99 non-members (includes comprehensive course outline)**

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Your paid registration reserves your seat. To Register: Fax to (760) 734-3976 or mail to NSDCAR, 906 Sycamore Ave, Suite 104, Vista, CA 92081 or register online [www.nsdcar.com](http://www.nsdcar.com) under education; Call NSDCAR for more information(760) 734-3971

Name: \_\_\_\_\_ NSDCAR Member # \_\_\_\_\_

Company \_\_\_\_\_ Phone \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ Zip \_\_\_\_\_

Fee due \$ \_\_\_\_\_  Check payable to NSDCAR  Credit card (Visa, M/C, AMEX and Discover accepted)

# \_\_\_\_\_ Exp. \_\_\_\_\_ Signature: \_\_\_\_\_

Email \_\_\_\_\_

As a matter of policy, NSDCAR does not endorse or promote the products and services of presenters. Cancellation Policy: Refunds issued only if notification received 3 business days prior to class. NSDCAR reserves the right to cancel or reschedule any program. Walk-ins please call ahead to confirm. Code : 1455 Forecl. REO